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Business Matchmaker Event Held in Boston

SBA partnered with the General Services Administration to sponsor a matchmaking event in Boston on December 16. Nine federal agencies, 72 small businesses and 12 large businesses participated in this event.

Matchmakers enable small businesses to sign up to speak with representatives from federal agencies and large businesses for 15 minute appointments. These appointments are introductory in nature; if the large organization buys what the small business is selling, they exchange information and meet at a later date. A matchmaking event is not a place to get a contract, but is meant to introduce small businesses to many buyers at once and enable them to form relationships which could lead to a contract. One participant commented that it would have taken him months to schedule appointments and meet with all of the people that he sat down and talked to at the matchmaker.

Report Documents a Good Year for Small Business

Examines The Economic Environment, Entrepreneurship, And Innovation

American small business had a good year in 2004, according to a report issued by SBA's Office of Advocacy. The report, *The Small Business Economy 2005 Edition*, documents the state of small business and its contributions to the economy using the latest data for 2004.

"2004 was a good year for American small business," said Dr. Chad Moutray, Chief Economist for the Office of Advocacy. "The economic environment fostered entrepreneurial activity. The gross domestic product increased, the economy added jobs, and new employer firms and the number of self-employed increased." He made the remarks at the report's release before the National Economists Club.

The comprehensive report examines the role small business plays in the economy. Key segments focus on the economic environment, regulations, innovation, tax policy, minority and veteran entrepreneurship, federal government procurement, and small business financing data.

This year's report includes a paper from Dr. William Baumol, a renowned economist specializing in entrepreneurship. The paper, "Small Firms: Why Market-Driven Innovation Can't Get Along Without Them," examines the reasons why small firms have contributed a critical share of radical innovative breakthroughs.

The report also contains a paper authored by Advocacy economists Drs. Radwan Saade and Joe Johnson on the benefits of a more simple and predictable tax code.

For more information and a complete copy of the report, visit the Office of Advocacy website at www.sba.gov/advo.

SBA's READY – SET – GO Community Workshops

Learn about SBA's programs & services.

2/1: Taunton Housing Authority, **Taunton**, 10 a.m. – 12 noon. Call 508-822-0051.

2/8: Quincy Career Center, **Quincy**, 1 – 3 p.m. Call

2/15: CareerWorks, **Brockton**, 2 – 4 p.m. Call 508-513-3400.

2/16: **Plymouth** Career Center, 10 a.m. – 12 noon. Call 508-732-5399 to register.

2/17: Scibelli Enterprise Center, **Springfield**, 9-10:30 a.m. Contact Bob Nelson at 413-785-0484 to register.

2/28: O'Neill Federal Building, **Boston**, 10 – 11:30 a.m. Contact Anna Outerbridge at 617-565-8510.

Overview of SBA's 8(a) Business Development Program

2/22: 10 – 11 a.m. Socially and economically disadvantaged firms can learn about 8(a) program benefits and application procedures, how to gain preference for federal contracts, access sole source contract, and how to become certified. Contact Anna Outerbridge at 617-565-8510 to register.

SBA Increases Small Business Size Standards

The SBA has increased its small business size standards to account for inflation, restoring small business eligibility to those firms that may have lost their small business status because of inflation since February 2002.

SBA has adjusted its dollar-based small business size standards, which are based on receipts, net worth and financial assets, to reflect inflation that has occurred since February 2002, when SBA last adjusted them for the same reason. Since the February 2002 inflation adjustment, prices have generally increased 8.7 percent. SBA increased the familiar “anchor” size standard from \$6.0 million to \$6.5 million. Size standards that are higher than \$6 million also reflect similar percentage increases.

SBA also changed how it determines the size of small business concerns when they apply for SBA Business Loans and for Economic Injury Disaster Loans (EIDL). Instead of looking only at the loan applicant's primary industry, SBA now looks at both its primary industry and the primary industry of the applicant together with its affiliates. This will provide additional assistance to small businesses that have subsidiaries and affiliates.

SBA issued an Interim Final Rule on December 6, 2005, and the revised size standards took effect the same day for its loan programs. For federal procurement, the new size standards became effective on January 5, 2006.

For more information about SBA's increase to its small business size standards for inflation, please see http://www.sba.gov/size/indexwhatsnew.html#_in/IFR.

Southeastern Massachusetts SCORE Honors Long-Term Members

The Southeastern Massachusetts SCORE Chapter presented distinguished service awards to members at their annual luncheon in December. The top award, the Gold Medal Service Award for 20 years of distinguished service, went to Jacob Weisman, who has held a number of positions with SCORE including New England District Co-Director. Weisman's work history includes the following: president of a boat company, owner of a marina, general manager of a fabricator and decorative laminating company and consultant to the laminating industry.

John Wilkins was recognized for excellence in marketing and counseling and was presented with a 15 year service pin. Wilkins owned an equipment rental company and was a senior manager at a paper box company.

Other distinguished service awards were presented to Arthur Whish, who served as chapter chair on three different occasions, William Copeland, Taunton SCORE Branch Vice-Chairman and Abraham Gamzon, treasurer and computer information administrator. Whish served as a human resources executive for 35 years; William Copeland spent 41 years with a utility company as an engineer as well as in purchasing.

Ten year service pins were presented to William Copeland, Henry Day, secretary of chapter #422 and Robert Weiss, head of the Plymouth Branch. Day's background was as an investment security analyst and portfolio manager while Weiss owned a retail store and taught marketing and advertising at the college level.



Left to right: H. Day, W. Copeland, A. Whish, Chairman John Brooks

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Mass Export Center's Paula Murphy Recognized at National Meeting

Paula Murphy has been named the 2005 State Star of the Massachusetts Small Business Development Center Network. The award was presented at the *Silver Anniversary Conference* of the Association of Small Business Development Centers in Baltimore, Maryland.



Paula, the director of the Massachusetts Export Center and the Massachusetts Small Business Development Center International Trade Program in Boston, has over 15 years of international trade business experience. In her role as director, she works with Massachusetts companies to assist them with their export development. She also provides support for various trade-related programs, including export training programs and overseas marketing activities. Paula has also taught graduate level courses in international marketing at Boston University.

The Center for Women & Enterprise Wins 2005 Stevie Award

The Center for Women & Enterprise has received notification that the organization has won the 2005 Stevie Award for Women Entrepreneurs as the Women's Business Association of the Year. Donna Mullen Good, CEO, was named a finalist in the Women Helping Women category. The Stevie Awards were created to honor and generate public recognition of the efforts, accomplishments, and positive contributions of companies and business people worldwide. The Stevie Award for Women Entrepreneurs is an international competition designed to annually honor women executives, business owners and companies in 40 categories.

SBA 7(a) Top Lenders from 10/1/05 through 12/31/05

	LENDER NAME	GROSS AMOUNT	LOANS
1	CITIZENS BANK	\$11,407,200.00	218
2	BANK OF AMERICA, NATIONAL ASSOCIATION	\$2,099,000.00	80
3	SOVEREIGN BANK	\$6,264,600.00	54
4	TD BANKNORTH, NATIONAL ASSOCIATION	\$3,555,600.00	35
5	CAPITAL ONE FEDERAL SAVINGS BANK	\$1,255,000.00	32
6	SOUTH SHORE SAVINGS BANK	\$1,193,300.00	16
7	CENTURY BANK AND TRUST COMPANY	\$887,500.00	14
8	HERITAGE COOPERATIVE BANK	\$3,065,000.00	12
9	ROCKLAND TRUST COMPANY	\$716,600.00	12
10	EASTERN BANK	\$1,240,000.00	11
11	DANVERSBANK	\$1,897,700.00	10
12	BANK OF WESTERN MASSACHUSETTS	\$454,100.00	9
13	UNITED BANK	\$509,000.00	9
14	GREYLOCK FEDERAL CREDIT UNION	\$672,000.00	8
15	ENTERPRISE BANK AND TRUST COMPANY	\$920,000.00	7
16	CIT SMALL BUSINESS LENDING CORP	\$3,674,000.00	6
17	INDEPENDENCE BANK	\$3,818,000.00	6
18	BENJAMIN FRANKLIN BANK	\$1,277,600.00	5
19	WELLS FARGO BANK, NATIONAL ASSOCIATION	\$295,000.00	5